



The Sonoma County market remains steady as we continue through summer. The median sale price ticked up 0.6% on a year-over-year basis to \$659,000. The median days on market ticked up 1 day to 37. Just over 3 out of ten homes sold over their list price, with purchasers paying an average of 0.5% below asking. Homebuyers are taking advantage as there were 7% more sales last month compared with July of 2018. The current supply of inventory stands at about 2.6 months, well below the widely regarded equilibrium of 6 months. There are currently 1,293 homes for sale across the county, ranging in price from \$69K to just under \$29M.

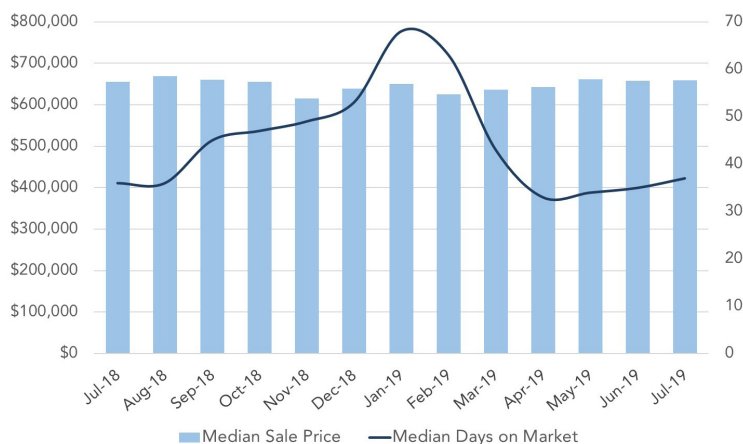
With benchmark mortgage rates dropping to an amazingly low 3.6% for a 30-year fixed (per FreddieMac.com), now is a great time for potential purchasers to get their own home in Sonoma County.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

	JULY-'19	JULY-'18	%Δ
MEDIAN			
SALE PRICE	\$659,000	\$655,100	+0.6%
DAYS ON MARKET	37	36	+2.8%
\$ / SQ. FT.	\$419	\$421	-0.5%
TOTAL			
HOMES SOLD	414	386	+7.3%
HOMES CURRENTLY FOR SALE	1,293	1,212	+6.7%
% OF PROPERTIES SOLD OVER LIST PRICE	31.2%	38.1%	-6.9%
% OF LIST PRICE RECEIVED (AVERAGE)	99.5%	100.1%	-0.6%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE +0.1% DAYS ON MARKET +2 Days

YEAR-OVER-YEAR REGION COMPARISON (MOST RECENT QUARTER)

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q2 2019	Q1 2018	%Δ	Q2 2019	Q2 2018	%Δ	Q2 2019	Q2 2018	%Δ
Bodega Bay	14	15	▼ 7%	45	38	▲ 18%	\$957,000	\$990,000	▼ 3%
Cazadero	3*	9*	▼ 67%	34	31	▲ 10%	\$425,000	\$480,001	▼ 11%
Cloverdale	44	35	▲ 26%	56	40	▲ 40%	\$556,500	\$585,000	▼ 5%
Cotati	15	21	▼ 29%	34	26	▲ 31%	\$572,000	\$590,000	▼ 3%
Forestville	17	31	▼ 45%	37	32	▼ 16%	\$540,000	\$550,000	▼ 2%
Geyserville	3*	6*	▼ 50%	100	42	▲ 138%	\$525,699	\$1,405,850	▼ 63%
Glen Ellen	7*	15	▼ 53%	29	41	▼ 29%	\$1,029,500	\$1,250,000	▼ 18%
Guerneville	26	31	▼ 16%	28	26	▲ 8%	\$426,000	\$512,000	▼ 17%
Healdsburg	60	57	▲ 5%	45	28	▲ 61%	\$972,000	\$1,010,000	▼ 4%
Jenner	1*	4*	▼ 75%	160	144	▲ 11%	\$469,000	\$829,000	▼ 43%
Kenwood	2*	6*	▼ 67%	65	38	▲ 71%	\$3,321,500	\$925,000	▲ 259%
Monte Rio	9*	3*	▲ 200%	34	36	▼ 6%	\$480,000	\$725,000	▼ 34%
Occidental	5*	5*	0%	34	52	▼ 35%	\$774,000	\$825,000	▼ 6%
Penngrove	13	10	▲ 30%	43	37	▲ 16%	\$985,000	\$959,500	▲ 3%
Petaluma	168	166	▲ 1%	26	30	▼ 13%	\$737,500	\$749,000	▼ 2%
Rohnert Park	90	61	▲ 48%	35	28	▲ 25%	\$600,000	\$589,000	▲ 2%
Santa Rosa	474	468	▲ 1%	35	32	▲ 9%	\$599,450	\$630,000	▼ 5%
Sebastopol	65	65	0%	31	42	▼ 26%	\$850,000	\$875,000	▼ 3%
Sonoma	107	116	▼ 8%	33	27	▲ 22%	\$814,000	\$895,000	▼ 9%
Windsor	91	75	▲ 21%	32	34	▼ 6%	\$655,000	\$689,500	▼ 5%
All Sonoma County	1,242	1,234	▲ 1%	34	32	▲ 6%	\$655,000	\$690,000	▼ 5%

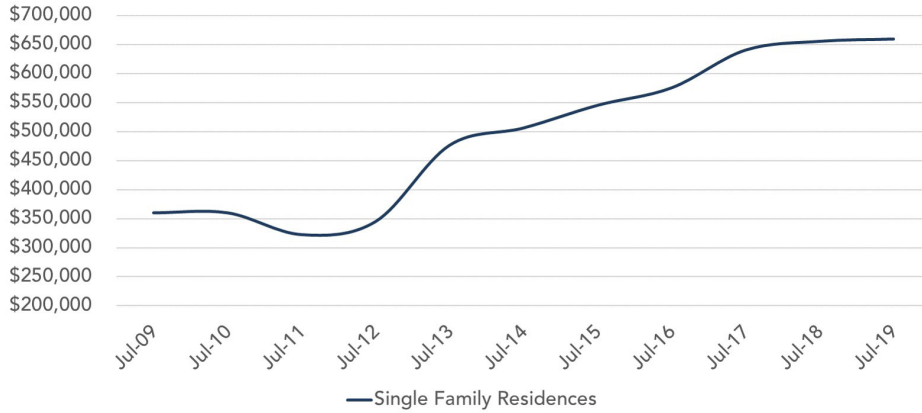
*Small sample size (n<10); use caution when interpreting statistics.

Sources: BAREIS, Data for Single Family Detached Homes: 4/01/2019 - 6/30/2019 was used for region values. All information is deemed reliable, but not guaranteed for accuracy. ©2019 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE License No. 01486075. Equal Housing Opportunity.



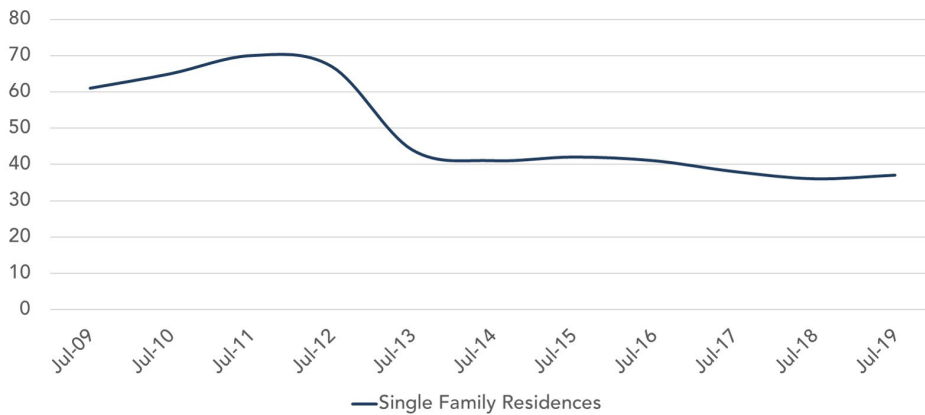
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



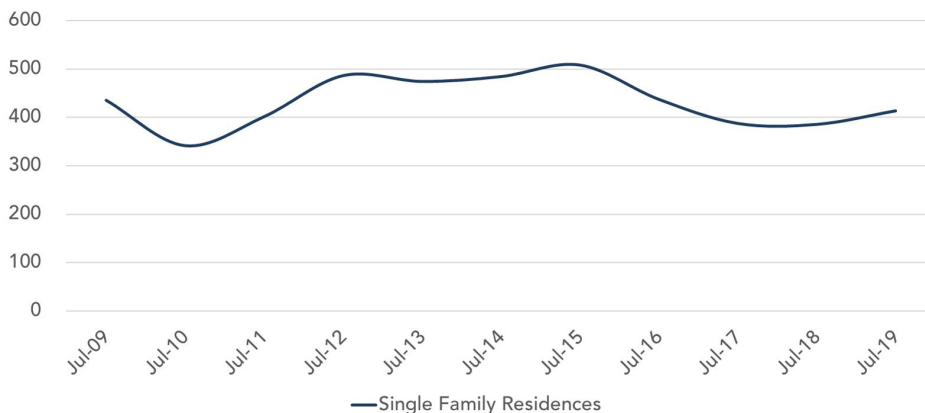
Single Family Residences
\$659,000
 +0.6% year-over-year

MEDIAN MARKET TIME



Single Family Residences
37 days
 +1 day year-over-year

NUMBER OF SALES



Single Family Residences
414
 +7.3% year-over-year